

Message Text

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ACTION AF-06

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FM AMEMBASSY LAGOS
TO USDOC WASHDC
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E.O. 11652: N/A
TAGS: BEXP, BTIO, NI
SUBJECT: FEASIBILITY STUDY FOR METALWORKING INDUSTRY

REF: USDOC 5270

1. INFORMATION IN REFTEL DISCUSSED WITH T.K. AUDIFFEREN.
HE WAS APPRECIATEIVE AND SAID HE WILL GET IN TOUCH WITH MR.
MAFFUID OF NMTBA.
2. AUDIFFEREN HAS BEEN GIVEN FORMS FOR PREPARATION OF NEW
WTDR. EMBASSY HAS PREVIOUSLY FILED WTDR ON AUDIFFEREN
ASSOCIATES DATED AUGUST 1971.
3. EMBASSY CONTACTED MR. D. O. DEDE OF MINISTRY OF INDUSTRY
(MOI), WHO HAS IDENTIFIED BY AUDIFFEREN AS MAN IN CHARGE OF
STUDY. DEDE WAS A BIT VAGUE AND GAVE IMPRESSION THERE WAS NO
GREAT URGENCY ABOUT IT. HE IDENTIFIED DEVELOPMENT OF METAL-
WORKING INDUSTRY AS PART OF THIRD PLAN BUT SAID GOVERNMENT
HAD NOT YET MADE UP ITS MIND EXACTLY HOW IT WANTED TO PURSUE
THE MATTER.
4. DEDE SAID HE HAD MET MAFFUID IN JANUARY AND (CONTRARY TO
MAFFUID'S RECOLLECTION) HAD DISCUSSED THIS PARTICULAR PROJECT
WITH HIM. DEDE SAID MAFFUID HAD OFFERED TO WRITE A LETTER
OUTLINING THE NMTBA'S CAPABILITIES AND WHAT IT COULD DO TO
HELP MOI WITH THIS KIND OF PROJECT. DEDE ENCOURAGED HIM TO DO SO
AND SAID HE WOULD LIKE TO KEEP THIS INFORMATION ON FILE FOR USE
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LATER. HOWEVER, DEDE SAID, HE HAD NOT HEARD ANYTHING YET FROM
MAFFUID.

5. ON BALANCE, EMBASSY WOULD SUGGEST THAT USDOC URGE MAFFUID TO FOLLOW UP HIS CONTACT WITH DEDE TO MAKE SURE THAT DEDE IS WELL BRIEFED ABOUT THE NMTBA'S SERVICES, CONTACTS WITHIN THE INDUSTRY, AND ABILITY TO ACT AS A CONSULTANT TO THE GOVERNMENT. IF THINGS GO ACCORDING TO PATTERN, AFTER MONTHS OF SEEMING INACTIVITY THE GOVERNMENT WILL SUDDENLY ASK FOR SUBMISSION OF PROPOSALS ON VERY SHORT NOTICE. BY THEN, IT MAY WELL BE TOO LATE FOR EITHER THE ASSOCIATION OR U.S. CONSULTING FIRMS AND MACHINE TOOL MANUFACTURERS TO GET INTO THE PICTURE IN A RATIONAL AND ORGANIZED FASHION. SINCE THE ESTABLISHMENT OF A METALWORKING INDUSTRY COULD OFFER ATTRACTIVE EXPORT SALES OPPORTUNITIES, THE NMTBA COULD HELP PROTECT FUTURE U.S. SALES BY TAKING AN ACTIVE INTEREST EVEN AT THIS EARLY STAGE.

6. NMTBA CAN FOLLOW UP THE METALWORKING PROJECT DIRECTLY, WITH ASSISTANCE AS NEEDED FROM THE EMBASSY, AND DOES NOT NEED TO WORK THROUGH AUDIFFEREN. FMG HAS SHOWN PREFERENCE FOR DEALING DIRECTLY WITH FOREIGN MANUFACTURERS OR ORGANIZATIONS AND ELIMINATING MIDDLEMEN. ON THE OTHER HAND, IF NMTBA WOULD PREFER TO HAVE A LOCAL REPRESENTATIVE WHO CAN STAY ON TOP OF SITUATION, AUDIFFEREN, BASED ON WTDR, APPEARS TO BE A SUITABLE BUSINESS CONTACT. EMBASSY WILL SUBMIT NEW WTDR ON AUDIFFEREN AS SOON AS COMPLETED, AND MAFFUID CAN MAKE HIS OWN EVALUATION OF AUDIFFEREN'S POTENTIAL ROLE.
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